

ECONOMIC DEVELOPMENT COMMITTEE
May 5, 2021 3:00 p.m.

AGENDA

Chair: Philip Barrett

Members:

Tara Gaston
Joe Grasso
Jon Schopf - VC
Kevin Tollisen
Sandra Winney
Tom Wood

- I. Welcome and Attendance
- II. Approval of the minutes of the April 7, 2021 meeting
- III. Acceptance of ER-NDWG Grant Funds – Jenniffer McCloskey, Employment & Training
- IV. Saratoga County Tourism Promotion Update – Todd Shimkus
- V. Economic Development Fund Application Request – Shelby Schneider, SCPP
- VI. Other Business
- VII. Adjournment

Due to public health and safety concerns related to COVID-19, there is limited capacity in the Boardrooms. The public will have an opportunity to hear the meeting live via an audio signal using this call-in number and access code:

Dial: 1-978-990-5145
Access Code: 1840389



SARATOGA COUNTY

AGENDA ITEM REQUEST FORM

TO: Steve Bulger, County Administrator
Mike Hartnett, County Attorney
Pam Wright, Clerk of the Board

CC: Jason Kemper, Planning Director
Therese Connolly, Deputy Clerk of the Board
Matt Rose, Management Analyst
Clare Giammusso, Confidential Secretary/County Attorney's Office

FROM: Jenniffer McCloskey, Director of Employment & Training

DATE: 4/27/21

RE: Acceptance of ER-NDWG grant funds

COMMITTEE: Economic Development

1. Is a Resolution Required: YES or NO
(If YES, please complete #2- #10) (If NO, skip to #10 and provide reason for bringing the item)

2. Is a Budget Amendment needed:
(If yes, budget lines and impact must be provided)

Yes. Increase revenue account CD.68-4790 by \$32,478.78.
Increase expense account CD.68.681-8321 by \$22,838.28 and CD.68.681-8170 by \$9,640.50.

3. Are there Amendments to the Compensation Schedule:
(If yes, provide details)
No

4. Specific details on what the resolution will authorize:
The acceptance of \$43,701.26 in Employment Recovery National Dislocated Worker Grant funds awarded by the United States Department of Labor to the NYS DOL. This grant will be used to provide career services, training services, supportive services, and needs-related payments to Dislocated Workers.

5. Does this item require hiring a Vendors/Contractors:

- Were bids/proposals solicited:
- Is the vendor/contractor a sole source:
- Commencement date of contract term:
- Termination of contract date:
- Contract renewal and term:
- Contact information:
- Is the vendor/contractor an LLS, PLLC or partnership:
- State of vendor/contractor organization:
- Is this a renewal agreement: YES or NO
- Vendor/Contractor comment/remarks:



SARATOGA COUNTY

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6. Is this an annual housekeeping resolution:
(If yes, attach the last approved resolution)
 - a. What were the terms of the prior resolution
 - b. Are the terms changing:
 - c. What is the reason for the change in terms:

7. Is a new position being created:
 - a. Effective date
 - b. Salary and grade

8. Is a new employee being hired:
 - a. Effective date of employment
 - b. Salary and grade
 - c. Appointed position:
 - d. Term:

9. Is a grant being accepted:
 - a. Source of grant funding: United States Department of Labor to the NYS DOL
 - b. Amount of grant: \$43,701.26
 - c. Purpose grant will be used for: Providing employment and training services
 - d. Equipment and/or services being purchased with the grant: NA
 - e. Time period grant covers:
8/27/20-9/30/22

10. Remarks/Reasoning (Supporting documentation must be attached to this form):

This grant expands the definition of Dislocated Workers under the Workforce Innovation and Opportunity Act to include individuals laid off as a result of a disaster (COVID-19), self-employed individuals unemployed because of a disaster, and long-term unemployed individuals. Saratoga County, as the grant recipient for the Saratoga, Warren, Washington Workforce Development area, will retain \$22,838.28 of the awarded amount and pass the remaining \$20,862.98 through to Warren and Washington Counties.

WE ARE YOUR DOL



*Andrew M. Cuomo, Governor
Robert Reardon, Commissioner*

December 4, 2020

Mr. Preston Allen
Chairman
Saratoga County
Board of Supervisors
Saratoga County Municipal Center
40 McMaster Street
Ballston Spa, New York 12020

Dear Mr. Allen:

Congratulations. Your area has been approved for \$43,701.26 under the Employment Recovery National Dislocated Worker Grant (ER-NDWG) awarded by the United States Department of Labor to the New York State Department of Labor (NYSDOL) on September 1, 2020. These funds are available to your local area as of August 27, 2020 through September 30, 2022.

As the pass-through entity of ER-NDWG funds to your local area, NYSDOL is required to execute the attached Subrecipient Agreement incorporating all administrative, fiscal, and operational aspects of the grant to include the following sections:

- I. Subrecipient Master Cover Page
- II. Notice of Obligational Authority (NOA) document
- III. USDOL Grant/Agreement
- IV. Subrecipient Attestation

Allowable program activities under the ER-NDWG include career services, training services, supportive services, and needs-related payments. Eligible participants are:

- Dislocated Workers as defined in Section 3(15) of the Workforce Innovation and Opportunities Act (WIOA).
- Workers laid-off as a result of a disaster, including:
 - workers who are laid off as a result of a quarantine, because they miss work to care for a family member, or because they cannot come to their regular workplace in order to follow social distance requirements; and
 - workers laid off after a business closure related to disruptions caused by a disaster and the efforts to contain it.
- Self-employed individuals unemployed or underemployed because of a disaster
- Long-term unemployed individuals

Federal Terms and Conditions detailed in Section III of the attached Subrecipient Agreement prevail and your local area is limited to spending no more than 10 percent of your allocation on administrative costs.



All expenditures, accruals and obligations allowable under the ER-NDWG program must be reported monthly in PeopleSoft under Program Code 196 for Program Year 2020 (PY20) using the account codes appropriate to Dislocated Worker services and related administrative costs. At the end of this program, funds remaining unexpended will be de-obligated and will no longer be available for use by your Local Workforce Development Area.

Please review the attached Subrecipient Agreement and complete and return the attestation document (Section IV) by **COB, Friday, December 18, 2020**. The attestation requires signature by the Chief Elected Official (CEO) or authorized signatory for the LWDA for the fiscal reporting to NYSDOL.

Any questions concerning this information should be directed to Mr. Edmund Applegate, State Representative at 518-457-0616.

Sincerely,



Russell Oliver
Director
Division of Employment and Workforce Solutions

Attachment(s)

cc: Ms. Jennifer McCloskey
Mr. Edmund Applegate
Ms. Gretchen Steffan
Mr. Freddy Pedinotti
Mr. Joseph Hamm

**NYS Department of Labor
Division of Employment & Workforce Solutions**

NOTICE OF OBLIGATIONAL AUTHORITY (NOA)

Authorizing Program Year 2020 Employment Recovery National Dislocated Worker Grant (ER-NDWG)

Title 1-B Funding

This funding is authorized for the period 8/27/2020 through 9/30/2022.

Program:	ER-NDWG Program Year 2020
NOA Number:	ER-NDWG PY20-1
Grantor:	Governor of New York through the NYS Department of Labor
FAIN:	DW-35478-20-60-A-36

Local Workforce Development Area (LWDA) Subrecipient Information

LWDA Name:	Saratoga/Warren/Washington
LWDA Assigned Number:	76
DUNS Number:	83-175-5264
Subrecipient Contact:	Mr. Preston Allen
Subrecipient Contact Title:	Saratoga County Chair

WIOA Title 1-B

Program	CFDA #	Prior Approved Level	Change (per this NOA)	New Level
ER-NDWG PY20	17.277	\$0.00	\$43,701.26	\$43,701.26

NYS DOL Contact Information

Representative Name:	Edmund Applegate
Phone Number:	(518) 457-0616

Approval Signature:  8/27/2020

Russell Oliver
Director
Division of Employment and Workforce Solutions

Employment Recovery National Dislocated Worker Grant (ER-NDWG) Subrecipient Attestation

I, Jennifer McCloskey [NAME], in my capacity as
Director [TITLE] and on behalf of
Saratoga County [SUBRECIPIENT NAME], hereinafter referred to as
"Subrecipient":

- affirm and assert that the Subrecipient has received and reviewed the federal Notice of Award, Subrecipient Agreement, and associated attachments, hereinafter collectively referred to as the "Agreement", for the ER-NDWG Grant;
- affirm that the Subrecipient possesses the capacity to fulfill all responsibilities identified in the Agreement and assume liability for funds received; and
- agree to comply with all applicable federal and state statutes, regulations, and award terms and conditions as reflected in the Agreement.

Signature of Chief Elected Official (CEO) or authorized signatory for the Local Workforce Development Area for fiscal reporting to NYS Department of Labor is required below.

Date: 12/18/2020 Signature: Jennifer McCloskey
Typed Name of Signatory: Jennifer McCloskey

Mr.
Ms.
Other

Title: Director / Fiscal Agent

Address 1: 152 West High St.

Address 2:

City: Ballston Spa

State: NY

Zip: 12020

Phone: 518-884-4901

E-mail: jmcloskey@saratogacounty.ny.gov

Submittal directions:

An original signature is not required for this attestation. Electronic signatures are acceptable and should be scanned and emailed as a Portable Document Format (PDF) to:
DEWS.aers-taa@labor.ny.gov or Sharie.FitzGibbon@labor.ny.gov

If you prefer to mail the attestation with an original signature, please mail to:

NYS Department of Labor
Division of Employment & Workforce Solutions
Office of Workforce Investments
Gov. Harriman State Office Campus
Building 12, Room 436
Albany, NY 12240

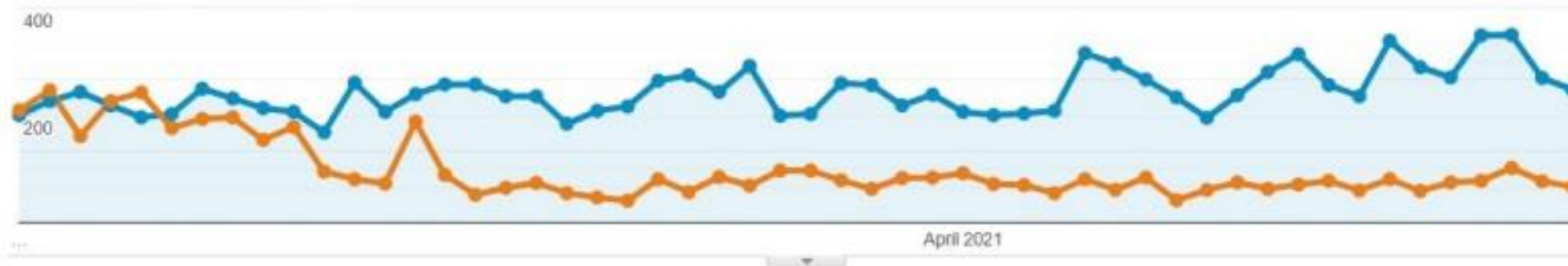
Saratoga Summer Survey 2021



Saratoga Leading Indicators - Saratoga is doing much better than 2020

Mar 1, 2021 - Apr 21, 2021: ● Pageviews

Mar 1, 2020 - Apr 21, 2020: ● Pageviews

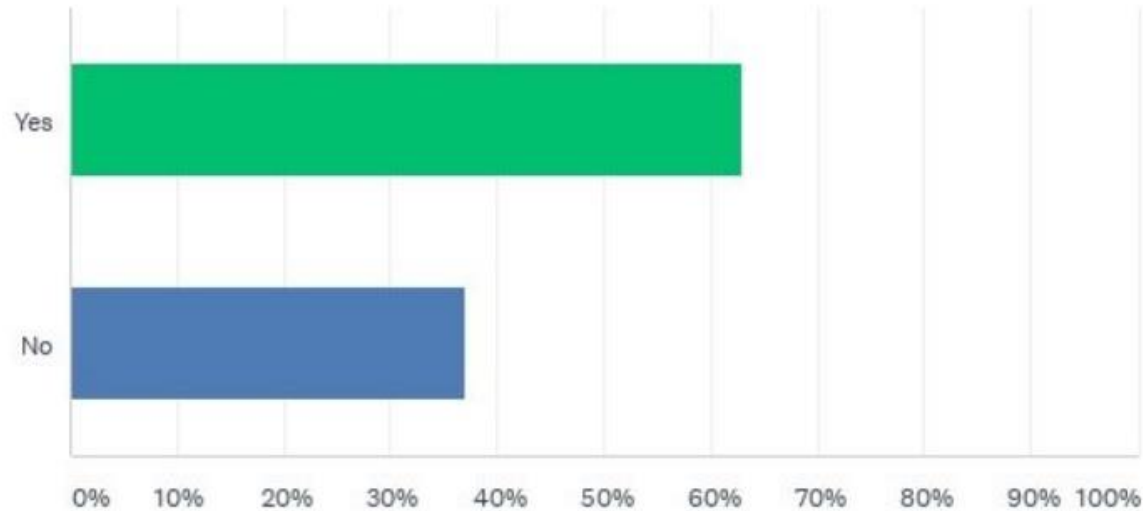


Primary Dimension: **Page** Page Title Content Grouping: none Other

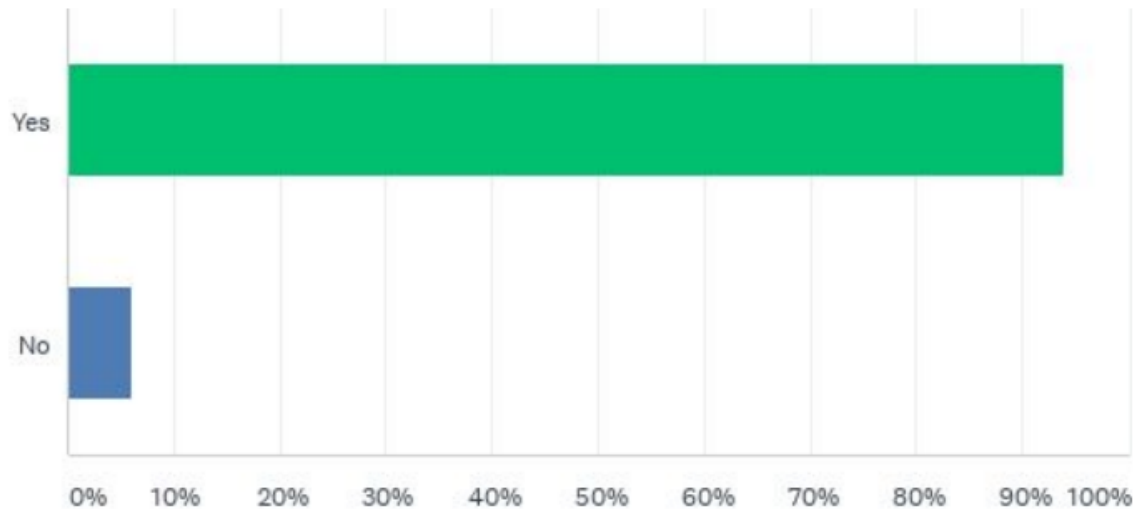
Page	Pageviews	Unique Pageviews	Avg. Time on Page	Entrances	Bounce Rate	% Exit	Page Value
	146.01% ▲ 12,645 vs 5,140	150.15% ▲ 10,206 vs 4,080	18.12% ▲ 00:01:41 vs 00:01:25	152.33% ▲ 4,388 vs 1,739	3.03% ▲ 60.40% vs 62.29%	4.79% ▲ 40.39% vs 38.54%	0.00% \$0.00 vs \$0.00
1. /lodging/hotels/							
Mar 1, 2021 - Apr 21, 2021	3,322 (26.27%)	2,516 (24.65%)	00:02:32	926 (21.10%)	49.30%	39.19%	\$0.00 (0.00%)
Mar 1, 2020 - Apr 21, 2020	1,244 (24.20%)	925 (22.67%)	00:02:13	283 (16.27%)	55.24%	37.06%	\$0.00 (0.00%)
% Change	167.04%	172.00%	13.94%	227.21%	-10.76%	5.76%	0.00%

Q1: Did you visit the Saratoga area in 2020?

Answered: 2,613 Skipped: 0



Q2: Do you plan on visiting the Saratoga area this summer?



Q3: What deters you from vacationing in Saratoga this summer?

44% - I am not sure what attractions and activities will be open – i.e. Track, SPAC, major events, etc.

22% - I will not be traveling this summer due to safety concerns.

18% - I plan to visit an area outside of New York this year.

What can lodging partners do to increase demand?

Send E-Newsletters to Your prospects monthly/weekly

Be Active on Social Media - Share Itineraries, things to do, news on events, happenings, share any good news on NYRA, SPAC, Concerts & Events, favorite restaurants, outdoor dining photos, hikes, info on the casino, Saratoga Lake photo, kayaks, canoes, parks, golf.

Drive Direct Bookings

Advertise on Social Media Channels

Build your lead lists with giveaways. Once you have emails you can retarget on social, send email newsletters and keep the region and your hotel top-of-mind

Create High Quality Content about the Region (visual and written)

If Canadian Border Opens Up: Geotargeting in Montreal



Saratoga County Economic Development Committee
Economic Development Fund Application

Date April 1, 2021

Applicant Information

Town/City: Town of Clifton Park

Address: Clifton Park Town Hall, One Town Hall Plaza, Clifton Park, NY 12065

Contact person (if other than Supervisor): _____

Grant Information

Project Name: Update to Solar Zoning Ordinance and Land Use Regulations

Amount of grant request (max request \$7K): \$7,000

How will funds be used: Professional Engineering/Planning Consulting Services

Estimated project start date: 05/01/2021 Estimated project completion: 08/31/2021

How does project align with the economic development objectives in your community?

1) Community solar allows property owners to benefit from solar energy, even if they can't put panels on a rooftop and save money on their monthly energy bills. This is consistent with the Town's Comprehensive Plan to reduce service costs for utilities. 2) Community Solar provides an income stream to large landowners and farmers to reduce the likelihood of having to sell off large tracts of land to stay afloat. 3) Farming income can be supplemented with community solar on less desirable agricultural soils present on a parcel. This is consistent with the local comprehensive plan goal to promote the agricultural industry in Clifton Park and keep the farming community a viable option.

What are the project deliverables?

See attached Work Plan for specific activities and outcomes.

How will you measure results (ex: new jobs or investment): Land acreage protected under term community solar lease agreements. # of temporary construction jobs in Clifton Park for construction of Solar Arrays. The amount of Kilowatts generated from Community Solar Arrays that equate to approximately a 10% cost savings for each kilowatt hour used to consumers.

Signature of Town/City Supervisor



Community Solar Ordinance Work Plan



	Goals & Objectives	Zoning for Large Scale PV	Review & Approval Process	Local Law Public Hearing & Adoption
Activities	Draft Solar Energy Policy or Plan	Model Solar Zoning Law	Local Permitting & Review Workflow	SEQR
	Review Existing Solar Components to Town Zoning Code	Use NYSERDA Toolkit	Design Standards & Safety Standards	County Planning Board Referral
	Review Hosting Capacity Maps	https://www.nyserda.ny.gov/-/media/NYSun/files/...	Permit Time Frame	Notice of Public Hearing
	Review Existing Community Solar Projects	Bulk & Use Standards within Districts		Notice to Interested & Involved Agencies
				Public Hearing
				Changes Following Public Hearing
				Adoption of Proposed Law

	Goals & Objectives	Zoning for Large Scale PV	Review & Approval Process	Local Law Public Hearing & Adoption
Outcomes	Review Moratorium Local Law to ensure Outcomes are consistent with Town Board Understand existing Community Solar Provisions	Utilize Model Solar Zoning Ordinance as a Guide (Don't recreate the wheel). List Local Zoning Bulk & Use Requirements	Draft document outlining Local Permitting & Review Requirements	Filing of New Local Law for Town Code
	Review existing community solar projects and define Issues & Successes			